

Message Text

SECRET

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61

ORIGIN NODS-00

INFO OCT-01 ISO-00 /001 R

DRAFTED BY C:HSOHNENFELDT

APPROVED BY C:HSOHNENFELDT

S/S :LCJOHNSTONE

S:LPBREMER

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O 072308Z OCT 75 ZFF4

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW NIACT IMMEDIATE

S E C R E T STATE 239307

NODIS

E.O. 11652: GDS

TAGS: ETRD, EEWT, UR, US

SUBJECT: GRAIN/OIL NEGOTIATIONS

EXCLUSIVELY EYES ONLY FOR ROBINSON FROM SONNENFELDT

YOU ARE GETTING INSTRUCTIONS BY SEPTTEL BUT THE SECRETARY
WANTED TO COMMENT SPECIFICALLY ON YOUR JUDGMENT OF LIKELY
SOVIET REACTION FOR FURTHER DEMANDS FOR OIL PRICE DISCOUNT.
(MOSCOW 14313, PARA 6) FIRST, HE WAS MOST COMPLIMENTARY
CONCERNING YOUR EFFORTS TO DATE AND HE FULLY RECOGNIZES
THE DELICATE NEGOTIATING SITUATION IN WHICH YOU HAVE BEEN
NAVIGATING. HE DOES HOWEVER WANT YOU TO UNDERSTAND THAT
IN THE INNUMERABLE NEGOTIATIONS WITH THE SOVIETS OVER
THE PAST FIVE YEARS, IT HAS BEEN OUR EXPERIENCE THAT THE
SOVIETS OPERATE ON THE BASIS OF CAREFULLY CALCULATED
INTERESTS AND, WHATEVER THEIR TONE, NOT FROM EMOTIONAL
CONSIDERATIONS. THIS IS SIMPLY BY WAY OF BACKGROUND AND
TO ASSURE YOU THAT THE SECRETARY HAS GIVEN THE MOST CARE-
SECRET

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FUL WEIGHT TO YOUR ASSESSMENT. WARM REGARDS. KISSINGER

SECRET

NNN

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To: MOSCOW
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